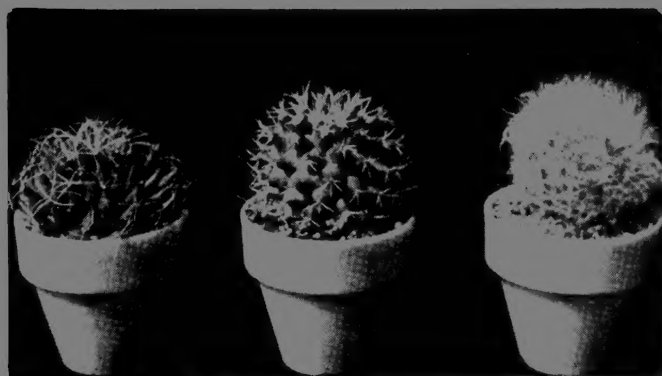
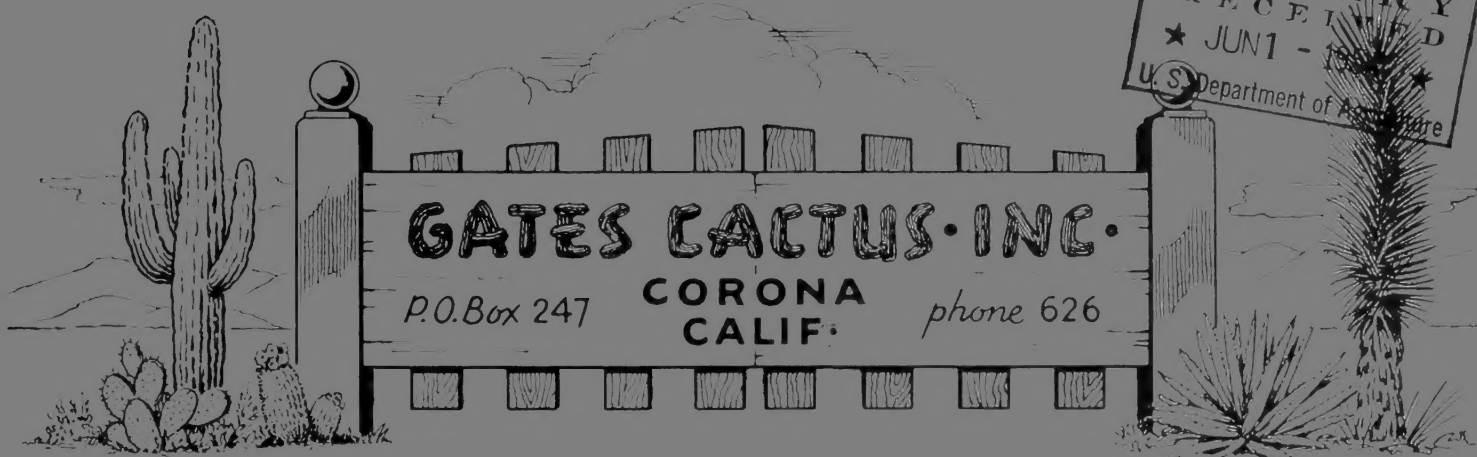


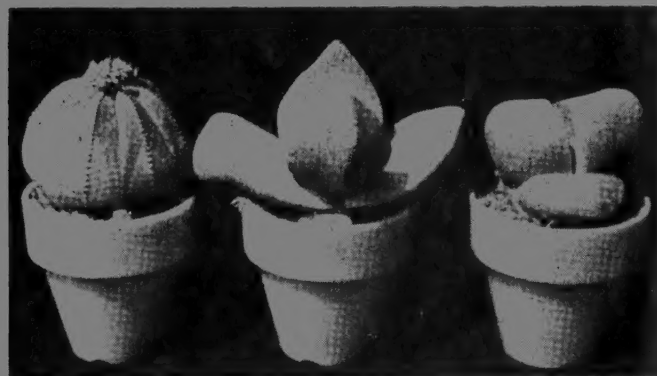
# SUMMER PRICE LIST 1954



*Mammillaria decipiens*

*Mammillaria dolichocentra*

*Mammillaria bocasana*



*Euphorbia obesa*

*Pleiospilos bolusii*

*Pleiospilos nelli*

## WHOLESALE TERMS

Cash with order. Packed F.O.B. Corona. 50% cash advance with C.O.D. orders. Minimum wholesale order \$5.00. Hundred rate prices apply on twenty-five or more of one kind. For prices on smaller lots of a kind, see notation at heading of the general listings.

## TRANSIT LOSSES

The goods are yours when delivered to the transportation company. Claims for heating, freezing, delay or poor handling must be taken up with the transporting agency.

In order that you may properly make claim upon the transportation company for transit losses, always ask the delivering agent for a bad order inspection.

## LABELING

We label with plant names only when requested.

## QUANTITY DISCOUNTS

On shipments amounting to —

\$ 50.00 or more	5%	\$100.00 or more	10%
\$250.00 or more	15%	\$500.00 or more	20%

Quantity discounts apply to cash or C.O.D. orders. Customers who have established account standing will be billed at the hundred rates and the above discounts will be allowed if remittance is mailed within twenty one days of invoice date.

## SATISFACTION GUARANTEED

We guarantee quality and fair value. If not satisfied on these points return the goods at once at our expense for full refund.

## OVER THE GARDEN GATES

### HOWDY FOLKS:

Here it is our twenty-fifth year in the cactus growing business. My how time flies! I suppose many of you heard how my trip to see you last fall came to a sudden stop when another car got in my way near Baltimore. After a month there in the hospital, I came home by plane. Other things jumped on me when I was down and I have not been able to do much work since. Of course I did not like that part of it, but it gave me lots of time to think of past experiences. In 1930 when I left the flower business for cactus, Johnson and Tegelberg were the only other present day cactus growers in the game. The Hummel and Arozena firms started operations a few years later. The business has changed a lot. In the early days large quantities of collected wild plants were used. Now they are all nursery grown. Our firm increased from a couple of city lots to a well stocked fifteen acre farm with more than two acres of various types of houses.

My enforced rest also gave me a chance to quietly plan toward the future. Production did not slack off as we have a good and well trained crew. All except one, have been with us for periods ranging from three to twelve years.

Our old friends know that we have always liked to offer plants under their proper names. Of course this does not mean that we do not put up good assortments. In fact we can give more plants in assortments than we have listed as there are numerous small lots in the various price groups. We also are pleased to tell you the approximate size as well as the price of our plants. The minimum size of all our listings except the rare *Euphorbia obesa*, are suitable for two and one quarter inch pots. None are of the quick growing weedy types.

We hope you will get out to see us this year. My doctor tells me, I had better not plan to go travelling to see you this year, but I would really enjoy a visit with you.

Adios  
Howard Gates

### ASSORTMENTS

To those who only wish a few of a kind, we recommend our assortments. They are made up of carefully selected plants from each price group and often include some kinds that we do not have in large enough quantity to list. Every one is a good kind and worthy of a place in the assortment. In the first four assortments listed below, we always put in equal numbers of each kind included. The other assortments will vary in numbers of a kind owing to the purpose of the assortment and stock limitations.

**SUNSET**—All cactus, all succulents or mixed as requested for 2-2½ in. pots at \$5.00 per 100.

**GOLDEN WEST**—Larger plants of the Sunset group for 2½-3½ in. pots at \$7.50 per 100.

**LITTLE JEWEL**—These are the slow growing choice cactus of our price group "B" for 2-2½ in. pots at \$7.50 per 100.

**ROYAL**—Larger or choicer plants for 2½-3½ in. pots. Please say whether large size or choicer kinds are preferred. \$10.00 per 100.

**SUPER**—Larger or choicer plants for 3-4 in. pots. Please say whether large plants or smaller choice items for fanciers are desired \$15.00 per 100.

**SUPER DUPER**—Still larger or better plants as preferred. \$25.00 per 100.

**GATES DISH GARDEN ASSORTMENT**—Carefully selected cactus and succulents in varying numbers from all size and price groups for the purpose of making up complete, well balanced dish gardens. \$6.00 per 100.

### NURSERY GROWN CACTUS ARE REALLY BETTER

Prices listed for 100 of a kind. For ten or more of a kind and less than twenty-five, add 20% service charge. If you desire less than ten of a kind, order one of our assortments and ask for as large a variety as possible. Since these prices are wholesale, \$5.00 is the minimum per order. Approximate sizes of the plants we offer, are given in inches below the price group headings. For quantity discounts see "Terms" on the first page.

CACTUS PLANTS	Price Group	A	B	C	D
	Price per 100	\$5.00	\$7.50	\$10.00	\$15.00
ASTROPHYTUM <i>Capricorne</i> Goat's Horns. Globular, usually five angled, covered with white dots, weak twisted spines.....				1½-2	
ASTROPHYTUM <i>myriostigma</i> . Spineless Bishop Cap. Globular, usually five angled, covered with white dots, yellow flower.....				1½-2	
ASTROPHYTUM <i>ornatum</i> . Spiny Bishop Cap. Globular, usually five angled, many white dots, stout spines, yellow flower.....				1½-2	2-2½
CARNEGIA <i>gigantea</i> . Arizona Giant. Globular, becoming heavy columnar, many ribbed, short stout spines.....			1½-2	2-2½	
CEPHALOCEREUS <i>chrysacanthus</i> . Stout, columnar, bright yellow spines.....			1¾-2		
CEPHALOCEREUS <i>mezcalaensis</i> . Stout columnar. fluted. short spines. new.....			2-3		
CEPHALOCEREUS <i>palmeri</i> . Stout columnar, yellow spines, slightly woolly.....			1¾-2		
CEPHALOCEREUS <i>sartorianus</i> . Stout columnar, yellow-brown spines.....			1¾-2½		
CEPHALOCEREUS <i>senilis</i> . Mexican Old Man. Stout columnar. covered with long white hair..				1½-2	2-2½
CHAMAECEUS <i>sylvestrii</i> . Peanut Cactus. Clustering short branches, small spines, vermilion flower.....	2-3		3-4		
CLEISTOCACTUS <i>strausii</i> . Silver Torch. Stout columnar, fluted, covered with weak, short, light colored spines.....			2-3	3-5	5-6
DOG TAILS. Slender cactus suitable for animal tails, assorted.....	2-3		3-5		
DOLICHOTHELE <i>longimamma</i> . Green Fingers. Long, green nipples, short weak spines, yellow flowers.....			1½-2		
ECHINOCACTUS <i>grusonii</i> . Golden Ball. Globular with stiff yellow spines.....					2-2½

	Price Group Price per 100	A \$5.00	B \$7.50	C \$10.00	D \$15.00
ECHINOPSIS calochlora. Shining Ball. Glossy yellow-green, globular plant, large white flower.....			1½-2		
ECHINOPSIS campylacantha. Globular, long incurved brown spines, very large pale pink flower.....			1½-2		
ECHINOPSIS Hybrids. Easter Lily Cactus. Globular, some long, some short spined, very large pink or white flowers.....		1½-2	2-3	3-3½	
ECHINOPSIS mirabilis (Setiechinopsis). Very unusual, dwarf, cob shaped, dark body, slender, white night flower.....			1½-2		
ECHINOPSIS multiplex. Pink Easter Lily. Globular, spiny, very large pink flowers. Day bloomer.....		1½-2	2-2½	2½-3	3-3½
ERIOCEREUS (Harrisia) regelli. Slender, columnar, in time will make climbing plant, very large, pale pink, night flower.....		2-3	3-4		
ESPOSTOA lanata. Old Man of the Andes. Stout columnar, covered with soft white wool....				1½-2	2-2½
FEROCACTUS latispinus. Flattened globular, broad spined barrel cactus.....			1½-2	2-2½	
FEROCACTUS peninsulæ. Globular, brown spines.....			1½-2		
FEROCACTUS rectispinus. Globular barrel, long straight or curved spines.....			1½-2		
FEROCACTUS Townsendianus. Townsend's Barrel. Globular, green plant, gray to red spines.....			1½-2		
LEMAIREOCEREUS dumortieri. Stout columnar, fin like ribs, rather weak white spines.....			2-2½		
LEMAIREOCEREUS hollianus. Tall columnar with fine light colored spines.....			2-3		
LEMAIREOCEREUS marginatus. Organ Pipe. Tall columnar, few ribs, bright green.....	2-3				
LEMAIREOCEREUS pruinosis. Blue Mitre. Heavy, angular, columnar, bluish.....	2-2½				
LEMAIREOCEREUS queretaroensis. Stout columnar, green, short spined.....	2-3				
LEMAIREOCEREUS stellatus. Stout columnar, gray to purplish body, short spines.....			2-2½		
LEMAIREOCERUS weberi. Columnar, angled, brown spines.....	2-3				
LOBIVIA, binghamiana. Clustering, globular, green, short gray spines, many red flowers....			1¼-1½	1½-2	
LOBIVIA famatimensis. Orange Cob Cactus. Cob shaped, short spined, flowers may be orange, yellow or red.....			1¼-2		
LOPHOCEREUS gatesii. Gates' Crested Cereus. Stout columnar, 6-7 angular ribs, bright spines. A rare species discovered by and named in honor of our president.....			2-2½	2½-3	
LOPHOCEREUS schottii. Crested Cereus. Stout columnar, 4-5 ribs, fewer and shorter spines..	1¾-2¼	2½-3			
MACHAEROCEREUS gummosus. Angled, tall, columnar, rare.....				2½-3	
MAMMILLARIA bocasana. Powder Puff. Flattened globular, white hair over short hooked spines, yellow to pink flower.....			1½-2		
MAMMILLARIA campotricha. Bird's Nest Cactus. Hemispherical with long nipples, tipped with weak soft spines, yellow flower.....			1½-2		
MAMMILLARIA compressa. Hemispherical, green nipples, long spines.....				1½-2	2-2½
MAMMILLARIA decipiens. Gnome's Pincushion. Hemispherical, soft green nipples, weak whitish spines, white flower.....			1½-2		
MAMMILLARIA dolichocentra. Ruby Dumpling. Globular, brown spines, rose flower.....			1½-2	2-2½	
MAMMILLARIA durispina. Globular, short, black tipped spines, ruby flower.....			1½-2		
MAMMILLARIA echinaria. Clustering columnar, straight yellow spines, yellow flower.....			1½-2	2-3	
MAMMILLARIA elongata. Golden Stars. Clustering, columnar, appressed yellow spines, yellow flower.....			1½-2		
MAMMILLARIA hahniana. Old Woman Cactus. Flattened globular, white spines, becoming hairy, rose pink flower.....			1½-2	2-2½	2½-3
MAMMILLARIA kewensis. Globular, brown spines, rosy flower.....			1½-2	2-2½	
MAMMILLARIA magnimamma. Hemispherical, large nipples, short curved spines.....			1½-2		
MAMMILLARIA rhodantha. Rainbow Pincushion. Globular, numerous yellow to brown spines, ruby flower.....			1½-2	2-2½	
MAMMILLARIA vaupellii. Vaupel's Pincushion. Tall globular, very short amber spines, ruby flower.....			1½-2		
MONVILLEA diffusa. Slender, columnar, rather soft spines, white night flower.....			3-5		
MYRTILLOCACTUS geometrizans. Blue Myrtle. Columnar, angular, covered with bluish white powder. Branches freely when older.....			3-4	4-6	
NOTOCACTUS apricus. Sun Cups. Globular, soft gray-brown spines, Large yellow flower.....			1½-2	2-2½	2½-3
NYCTOCEREUS serpentinus. Snake Cactus. Fluted columnar, short brown spines, large white night flower.....			3-5		
OPUNTIA glomerata. Paper Spines. Egg shaped joints, long, flat, twisted, white spines that appear to be cut out of paper.....		1½-2			

	Price Group Price per 100	A \$5.00	B \$7.50	C \$10.00	D \$15.00
OPUNTIA hamiltoniae. Columnar with few spines on definite ribs, yellow flower.....	2-3				
OPUNTIA mammillata. Boxing Glove. Columnar, short spined. Soon forms strange twisted fasciations .....	2-3	3-5			
OPUNTIA microdasys. Bunny Ear. Rounded pads bearing clusters of tiny yellow spicules....	2-3	3-5			
OPUNTIA microdasys var. Honey Mike. Bunny ears with harmless cream colored spines.....		3-5			
OPUNTIA monacantha. (Vulgaris). Green pads, few spines, yellow flowers.....	2-3				
OPUNTIA rufida. Cinnamon Cactus. Rounded pads bearing clusters of reddish-brown spicules.....	2-3	3-5			
OPUNTIA schickendantzii. Mule Ears. Elongated pads, short light brown spines.....	2-3	3-5			
OPUNTIA Vilis. Dwarf Mexican Tree. Freely branching, very useful when small tree shaped plant is desired.....	2-3	3-5			
OPUNTIA ursina. Grizzly Bear. Pads with hair-like white spines .....		2-3	3-5	5-7	
PACHYCEREUS pringlei. Mexican Giant. Heavy columnar, short, stiff gray spines.....	2-2½	2½-3			
TRICHOCEPHEUS spachianus. White Torch Cactus. Fluted, heavy columnar, short brown spines	2-2½	2½-3			
ZYGOCACTUS truncatus. Christmas Cactus. Freely branching, short flat spineless joints, bright pink flower in winter.....			2½-4		

#### SUCCULENT PLANTS

AGAVE victoriae-reginae. Dwarf. Short, rigid, dark green leaves, no teeth, irregular white markings .....		2-3	3-4	4-5	
ALOE beguinii. Pearl Aloe. Dwarf, thin pointed leaves bearing white dots .....	2-2½	2½-3			
ALOE humilis brevifolia. Rosettes, pearl gray leaves, salmon flower .....	2-2½	2½-3	3-4		
ALOE humilis globosa. Crocodile Aloe. Incurved leaves, more compact than Brevifolia .....	2-2½				
ALOE microstigma. Tall gray leaves, many small white dots .....	2-3				
ALOE hum-vir. Needle Aloe. Slender, erect, toothed green leaves.....	2-3	3-4	4-5		
ALOE mitriformis. Blue and Gold. Broad blue leaves with yellow teeth.....	2-2½	2½-3	3-4		
ALOE nobilis. Gold Tooth. Rosettes, dark green leaves, yellow teeth .....	2-2½	2½-3	3-4		
ALOE variegata. Tiger Aloe. Triangular, gray leaves, white variegation, scarlet flower .....		2-2½	2½-3½		
CRASSULA arborescens variegata. Tri-colored Jade. Variegated in pink, cream, white and green .....		2¼-4	4-5		
EUPHORBIA obesa. Basket Ball. Spherical, very hard. A very curious plant from South Africa where further exportation is prohibited .....				1¼-1½	
FAUCARIA tigrina hybrids. Tiger Jaws. Broad triangular leaves variously dotted and toothed. Yellow flowers in fall .....	2-2½				
GASTERIA hybrids. Ox Tongue. Tall, 2-ranked leaves, spotted with white. Very durable....	1½-2½	2½-3½			
GASTERIA verrucosa hybrid. Rice Gasteria. Gray green leaves dotted with white .....		2-3			
GASWORTHIA Tegelberg's Hybrid. Like a more vigorous Haworthia margaritifera .....		2-3			
HAWORTHIA margaritifera. Mother-in-law's Tongue. Rosettes of sharply tapering leaves bearing irregularly spaced, raised white dots .....		2-2½			
HAWORTHIA fasciata. Zebra Plant. Rosettes sharply tapering upright leaves bearing raised white dots in transverse bands .....		2-2½			
KALANCHOE tomentosa. Panda Plant. Broad leaves covered with silver plush, brown spots on margins .....		2-3	3-5		
PLEIOSPILOS bolusii. Split Rock. One to three pairs of thick leaves that resemble stones. Yellow to pink flowers in the fall .....	2-2½	2½-3			
PLEIOSPILOS nelii. Cleft Stone. More globular and compact than Bolusii. Slower growing. Yellow to pink flower in late winter .....	2-2½				
ROSCHEA falcata. Scarlet Paint Brush. Keel shaped, gray green leaves in opposite pairs, large trusses of scarlet flowers in summer .....	1½-2½	2½-3½	4-5	5-7	
SEMPERVIVUM assorted. House Leeks. Compact rosettes of various types .....	2-2½				
STAPELIA hirsuta hybrids. Hairy Star Fish Flower. Erect cactoid branches often looking like miniature Arizona Giants. Large star shaped flower bearing many short hairs .....	2-4				
STOMATIUM agninum. Rosettes of triangular, fleshy, gray-green leaves, yellow flower....	2-2½				
STOMATIUM fullerii. Clustering rosettes, toothed, small, thick leaves .....	2				